

Become a Closer: Grow from Sales into Deal-Making

Fast-paced, entrepreneurial, growth-oriented transactional company needs a top-shelf business development associate who wants to evolve into a dealmaker.

We are one of the premier companies in the US that develops unique solutions for financially distressed companies that have commercial and industrial assets, or companies with surplus equipment. We typically do that in one of three ways:

- Auctions: We buy and sell commercial and industrial equipment from individual owners up to Fortune 500 companies.
- Financing: Quick and creative alternative financing solutions based on asset value for small and middle-market companies in need of liquidity.
- Private Equity: Equity investments in distressed, small and middle-market manufacturing companies.

We cultivate a culture that is entrepreneurial, creative, relationship-based, and team-oriented. We love challenge, change, and we push ourselves to grow. We're a small firm of 20 people, and we're looking for someone who wants to evolve with us, and work with us to build something new for the future. Your growth is only limited by you, not by job titles or hierarchy or seniority.

The Position

- This position is built to train the candidate from a business development role into a dealmaker, who will structure and close auction and financing deals.
- The position is intentionally structured to provide ample opportunity for education and training, while contributing to the bottom line by working deals as a member of the Business Development (BD) team.
- As a deal-maker, you'll develop, structure, and close loan and auction deals.
- During the BD training phase, you'll crack open leads by finding and interacting with decision-makers, sniff out and create opportunity, pursue persistently, and work with partners to structure and close the deal.
- You'll receive the majority of your pre-qualified leads from the team. You'll find the right people, make contact and follow-up, understand and develop the opportunity, and then work with our deal team to close the deal.
- Work on deals directly with partners, be part of high-level conversations, and learn deal-making.
- You'll build relationships with the professionals you meet on these deals, and create your own referral sources over time.
- Growth: You'll experience all sides of our business, pursue initiatives and experiments of your own design, create a niche, auctioneering or something we haven't thought of yet – we're entrepreneurs, and we want you to be one too.
- We anticipate a 12-18 period of working primarily in BD before you transition to being a member of the deal team.

You

- Always exceeding your quota, honing your selling skills, and increasing your year-over-year successes.
- You have big-picture conversations with executive level decision-makers, and you talk to them about *their* goals, not what *you're* selling.
- Unafraid of cold-calls, easily navigate objections, and work multiple sources on a deal.
- You've been very successful in a similar role in the world of finance, turnaround, private equity, or "deal-making" generally.
- Enjoy chasing complex transactions that evolve or change on a dime.

If this description sounds compelling, send us a copy of your resume along with a half-page write-up of 3 of your major sales/BD or deal accomplishments or innovations. Include specific numbers.